

Message Text

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PAGE 01 MELBOU 01214 180025Z

70

ACTION EA-10

INFO OCT-01 ISO-00 EB-06 /017 W
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R 170632Z OCT 74
FM AMCONSUL MELBOURNE
TO WILLIAM P. DRAKE
CHAIRMAN
PENNWALT CORPORATION
3 PARKWAY
PHILADELPHIA, PA. 19102
INFO SECSTATE WASHDC 2382

UNCLAS MELBOURNE 1214

E.O. 11652: N/A

TAGS: BGEN, AS

SUBJECT: REQUEST FOR APPOINTMENT

1. RONALD J. WALKER, A VALUED FRIEND OF THE AMERICAN CONSULATE GENERAL IN MELBOURNE, WHO IS ALSO LORD MAYOR OF THE CITY OF MELBOURNE, AND CHAIRMAN OF THE BOARD OF BROOKE BARMER CHEMICALS PTY LTD., HAS BEEN NEGOTIATING FOR SOME TIME WITH WILLIAM F. DE WITT AND WILLIAM CARPENTER OF YOUR INTERNATIONAL DIVISION CONCERNING SOLE AGENCY DISTRIBUTION OF YOUR POOL CHEMICAL PRODUCTS IN AUSTRALIA. BROOKE BARMER, OVER A RECENT PERIOD OF TIME, HAS PLACED LARGE ORDERS FOR MARKET TESTING OF THESE CPPL CHEMICALS THROUGHOUT AUSTRALIA AND HAS ALSO SPENT A GOOD DEAL OF MONEY ON ADVERTISING, ALL IN PREPARATION FOR A CONCERTED CAMPAIGN NEXT YEAR. HOWEVER, IN MID AUGUST CARPENTER ABRUPTLY ADVISED WALKER THA PENNWALT COULD NOT SUPPLY AMOUNTS NEEDED FOR BASIC OPERATION, MUCH LESS FOR THE PLANNED EXPANSION. SUBSEQUENT LETTER FROM DE WITT OFFERED EIGHTY TONS AND STATED NO FUTURE SHIPMENTS AVAILABLE.

2. WALKER WILLING TO FLY TO PHILADELPHIA IN ORDER TO DISCUSS SITUATION WITH YOU SINCE CRITICAL AUSTRALIAN SUMMER SEASON FAST APPROACHING. FIRM HAS EXCELLENT COMMERCIAL AND FINANCIAL REPUTATION AND, THEREFORE,
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CONSULATE GENERAL WOULD APPRECIATE YOUR INVESTIGATING

MATTER AND ADVISING WALKER WHEN HE MIGHT MEET WITH YOU
IN PHILADELPHIA IN ORDER TO FINALIZE NEGOTIATIONS.

3. WHATEVER YOU CAN DO TO ASSIST BROOKE BARMER WILL
BE MUTUALLY BENEFICIAL TO BOTH THE COMPANY AND OUR U.S.
EXPORT PROMOTION PROGRAM BECAUSE IT WILL PROVIDE A MARKET
WHERE ONE DOES NOT NOW EXIST.
BROWN

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Message Attributes

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Disposition Event:
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